

“EMEA/APAC Senior Enterprise Sales, eCommerce Solutions”

Location – UK, Thames valley / home office / international travel

Company Description

This VC backed, North American, award-winning eCommerce business offers the most up to date solution in the market today. The proposition is highly regarded by the analysts and they are growing their footprint globally with an enviable partner and client list.

Due to continual growth, we are looking to hire a high achieving senior sales executive that is motivated to take an international sales role that will see travel across the EMEA and APAC regions. Ideal candidates will have sold enterprise level eCommerce related solutions or other types of digital /eCommerce enterprise solution such as marketing applications, CX, CMS, PIM for instance.

Role:

- Drive new business sales engagements in EMEA and APAC
- Discover, create, and close new license opportunities
- Build and maintain detailed account profiles and plans
- Use of SF.com
- Create a “trusted advisor” relationship with prospects
- Work with partners on joint customer sales engagements
- Ensure customer satisfaction and success
- Actively support and engage in contract negotiations
- Work with partners, services, technical, pre-sales & client success teams

Skills Required:

- Creativity and evangelical approach to sales of ecommerce solutions to large corporations
- 5+ years of experience selling high value enterprise eCommerce or digital solutions
- Experience closing enterprise deals
- A proven sales track record of hitting targets and ability to drive new business
- Strong team player, great communication and presentation skills
- Ability and willingness to travel as required
- Experience of working for VC backed rapid growth software companies
- Culturally aware

Apply to Paul French, paf@intrinsicsearch.com